

Message Text

UNCLASSIFIED

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17

ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W
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P R 070355Z APR 76
FM AMEMBASSY KABUL
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 7008

UNCLAS KABUL 2582

E.O. 11652: N/A

TAGS: BFOL, EINV, AF

SUBJ: PROPOSED AFGHAN INTERNATIONAL TRANSPORT COMPANY

REF: KABUL 1608 AND PREVIOUS

1. MR. J.S. GALLAGHER, UNCTAD TRANSPORT ADVISOR TO THE GOVERNMENT OF AFGHANISTAN(GOA), REPORTS THAT THE GOA HAS NOW MADE A NUMBER OF DECISIONS WHICH CLARIFY THE PROPOSED TRUCKING INVESTMENT OPPORTUNITY. THE EQUITY INVESTMENT OF THE FOREIGN PARTNER IS NOW EXPECTED TO BE MINIMAL, AS LITTLE AS \$5,000 OR \$10,000. THE GOA WILL PROVIDE FINANCING FOR TRUCKS AND OTHER CAPITAL EQUIPMENT THROUGH AN EXISTING IDA CREDIT. MOREOVER, THE GOA WILL ADVANCE THE COMPANY NEEDED OPERATING CAPITAL. IN SELECTING THE FOREIGN PARTNER, TWO AREAS WILL BE PARAMOUNT - THE QUALITY OF THE PERSONNEL WHICH THE FOREIGN COMPANY WILL PROVIDE TO MANAGE AND OPERATE THE COMPANY (NO MORE THAN THREE PERSONNEL, AND, EVENTUALLY, WITH THE U.S. NETWORK. THEY HAVE ALSO DETERMINED THAT FOR AN INITIAL PERIOD, CHARTER VEHICLES CAN BE USED BY THE NEW COMPANY, INCLUDING VEHICLES OWNED BY THE FOREIGN PARTNER, PENDING AFGHAN RATIFICATION OF NECESSARY TIR CONVENTIONS TO ALLOW AFGHAN-REGISTERED TRUCKS FREE ACCESS TO ALL COUNTRIES IN THE COMPANY'S AREA.

2. THE MINISTRY OF COMMERCE DOES NOT NOW EXPECT A FIRM PROPOSAL. THEY DESIRE TO RECEIVE EXPRESSIONS OF INTEREST, BY LETTER OR CABLE BY APRIL 15, 1976. A COMPLETE AFGHAN PROPOSAL WILL BE SENT IN MAY OR JUNE TO ALL THOSE FIRMS WHICH HAVE EXPRESSED AN INTEREST. NEGOTIATIONS WILL BE ON THE BASIS OF THAT COMPLETE PROPOSAL.

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3. ACTION REQUESTED: PLEASE ADVISE ALL THOSE COMPANIES YOU HAVE CONTACTED THAT THEY SHOULD CABLE STATEMENTS OF INTEREST ASAP, SO THAT THEY WILL BE CONSIDERED FOR THE FINAL PROPOSAL WHEN IT IS ISSUED.
ELIOT

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NNN

Message Attributes

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